



Wise County Industrial Development Authority

206 E. Main St.
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Wise, Virginia 24293

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December 31, 2003

Ms. Cheryl Clark
Acting Chief Information Officer
VITA, PPEA Proposals
Acquisition Services Division
11S. 7th Street, Suite 100
Richmond, Virginia 23219

Re: Data Center Project

Dear Ms. Clark:

I am writing this letter to enthusiastically support the PPEA proposal submitted by the Koll Development Company and its partner, EDS, to locate a data Center for the Commonwealth of Virginia in Wise County.

Members of the KDC and EDC teams recently had the opportunity to visit Wise County and learn of the many opportunities that are available to them for locating a data center in the County. As a result of these productive meetings, KDC has entered into an option agreement with the Wise County Industrial Development Authority to purchase several acres of land in the Lonesome Pine Regional Business and Technology Park, a state of the art business and technology facility designed for a project of this type.

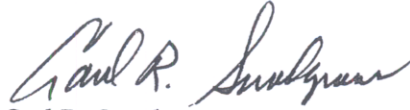
We believe that Wise County, and in particular, the Lonesome Pine Regional Business and Technology Park, will provide the Commonwealth with a safe and secure site for the data center. The location of the data center in Wise County is fully consistent with the Master Plan of the Industrial Development Authority to attract well-paying jobs to our community. The two higher education institutions located in Wise County, Mountain Empire Community College and the University of Virginia's College at Wise, also will greatly assist in education, training, retraining, and other key components to provide a qualified workforce for this important project for the Commonwealth.

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Again, we are pleased that KDC and EDS have elected to propose Wise County as a site for the data center project and we look forward to working with them and the Commonwealth to make this proposal a reality.

Very truly yours,

A handwritten signature in black ink, appearing to read "Carl R. Snodgrass". The signature is fluid and cursive, with the first name "Carl" being more prominent.

Carl R. Snodgrass
Projects Coordinator